

First Time Fill Rate

| DEALERSHIP NAME | | First time fill rate | | | |
|-----------------|-----------|-----------------------------------|-----------------------------------|--------------------------|-----------------------------|
| DATE | # OF RO'S | RO's Filled 1st Time (Right Away) | RO's Filled the same day Same Day | RO's Not Filled Same Day | Actual 1st Time Fill Rate % |
| 11/29/2023 | 24 | 21 | 2 | 1 | 87.50% |
| 11/30/2023 | 27 | 24 | 1 | 2 | 88.89% |
| 12/1/2023 | 30 | 26 | 4 | 0 | 86.67% |
| 12/2/2023 | 10 | 10 | 0 | 0 | 100.00% |
| 12/4/2023 | 21 | 17 | 4 | 0 | 80.95% |
| 12/5/2023 | 21 | 15 | 5 | 1 | 71.43% |
| 12/6/2023 | 16 | 14 | 1 | 1 | 87.50% |
| 12/7/2023 | 32 | 29 | 3 | 0 | 90.63% |
| 12/8/2023 | 39 | 33 | 4 | 2 | 84.62% |
| 12/9/2023 | 9 | 9 | 0 | 0 | 100.00% |
| 12/11/2023 | 34 | 30 | 2 | 2 | 88.24% |
| Totals | 263 | 228 | 26 | 9 | 86.69% |